



HO CHI MINH CITY SECURITIES CORPORATION

2Q.2022 & 1H.2022 EARNINGS PRESENTATION

Ho Chi Minh City, August 02nd, 2022



1. VN Index decreased 19% QoQ in 2Q.2022. ADV decreased to VND20,513 billion, down 34% QoQ and decreased 22% YoY.
 2. In the 2Q, HSC generated VND779 billion of revenue and VND348 billion of PBT, which were almost flat YoY.
 3. 1H.2022 accumulative revenue was VND1,633 billion, increasing 8%. PBT was VND703 billion, decreased 7% YoY.
 4. HSC ranked #4 in securities service and #2 in derivatives within which we were the market leader in covered warrants and foreign trading.
 5. Total assets reached VND19,180 billion at end of 2Q. The margin loan balance rose to VND11,227 billion, #5 in the market.
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HIGHLIGHTS



2Q.2022	<div>Net revenue (VND bn)</div> <div>779</div> <div>1% YoY</div>	<div>Profit before tax (VND bn)</div> <div>349</div> <div>-1% YoY</div>	<div>Margin loan balance (VND bn)</div> <div>11,227</div> <div>22% YoY</div>
1H.2022	<div>Net revenue (VND bn)</div> <div>1,633</div> <div>8% YoY</div>	<div>Profit before tax (VND bn)</div> <div>703</div> <div>-7% YoY</div>	<div>Earnings per share (VND)</div> <div>1,229</div> <div>-38% YoY</div>

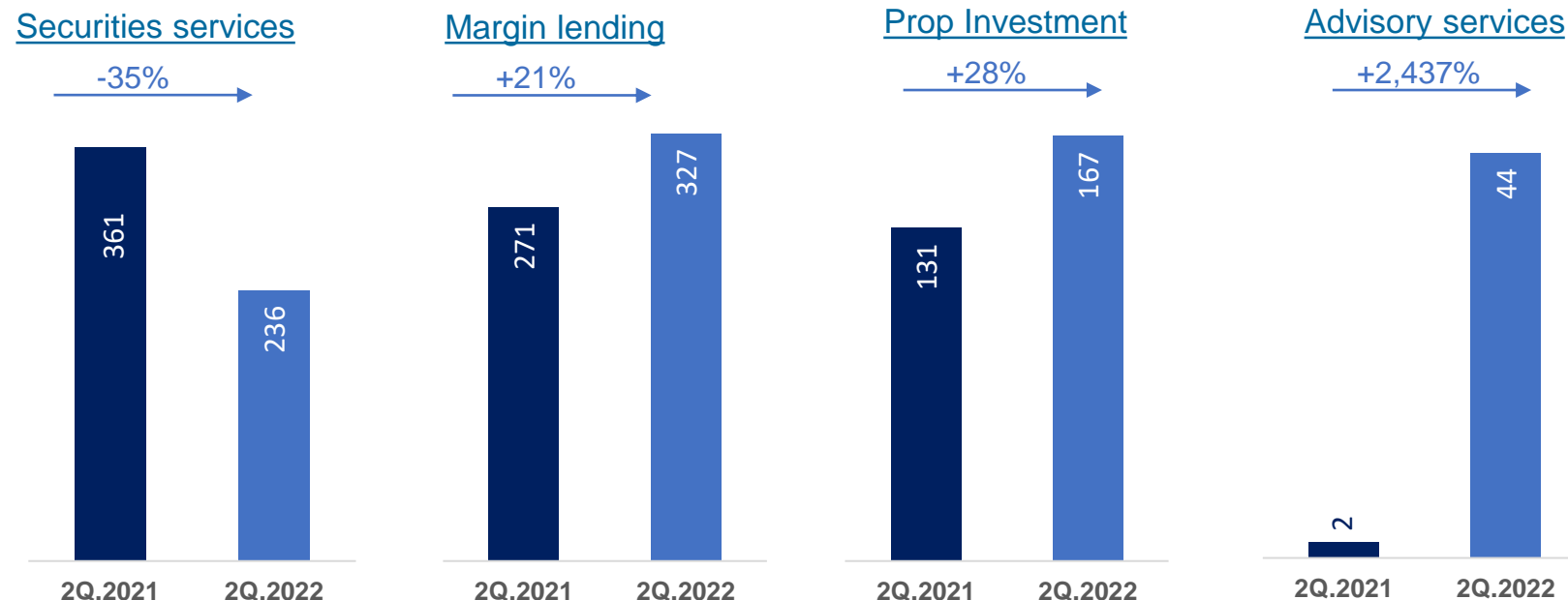
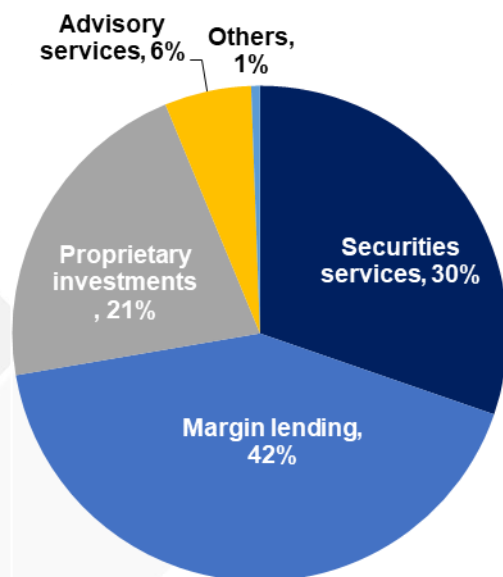
BUSINESS RESULTS SUMMARY



Business Results (VND bn)	2Q.2022	2Q.2021	+/-%	1H.2022	1H.2021	+/-%	Y2022 Plan
Total revenue (*)	779	767	2%	1,633	1,505	9%	3,593
Operating expenses (*)	431	415	4%	931	751	24%	2,090
Profit before tax	349	352	-1%	703	754	-7%	1,502
Profit after tax	279	283	-1%	562	605	-7%	1,202
Total assets – VND bn	19,180	15,541	23%	19,180	15,541	23%	25,050
Shareholders' equity – VND bn	7,830	4,805	63%	7,830	4,805	63%	8,127
ROAE	3.6%	5.9%		7.4%	13.1%		16.0%
Outstanding shares – share	457,211,949	305,041,845	50%	457,211,949	305,041,845	50%	457,211,949
Earnings per share - VND	611	928	-34%	1,229	1,983	-38%	2,629
Book value per share - VND	17,126	15,753	9%	17,126	15,753	9%	17,902

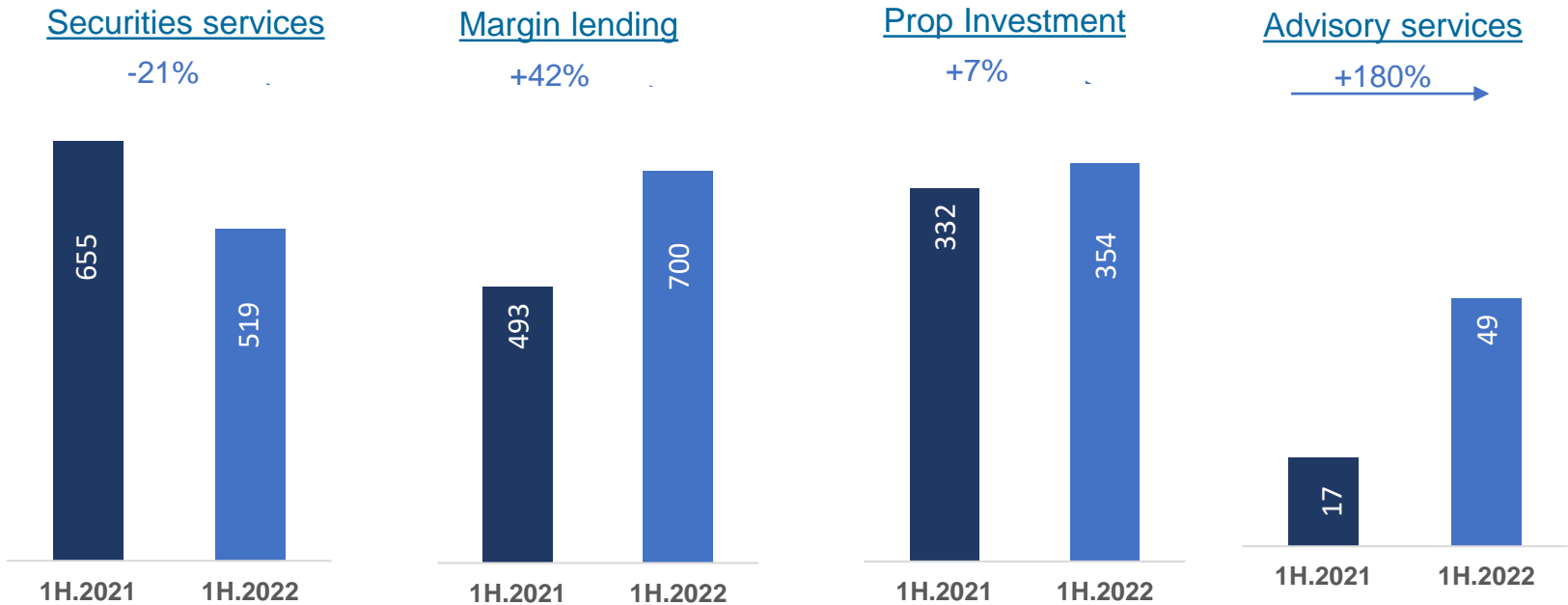
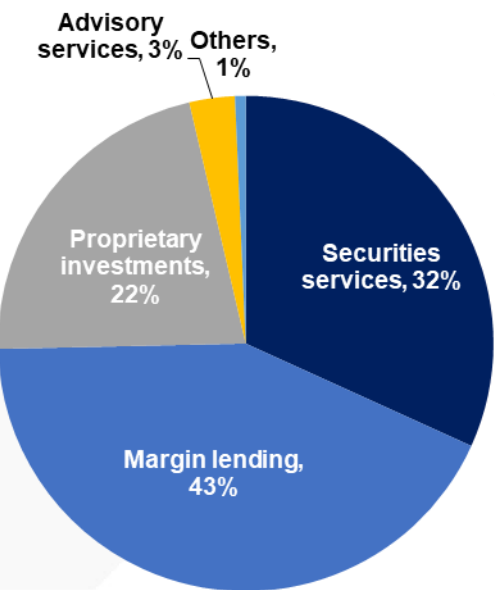
(*): Gains and losses arising from proprietary investments were netted off for comparative purposes

2Q.2022 - REVENUE STRUCTURE (VND bn)



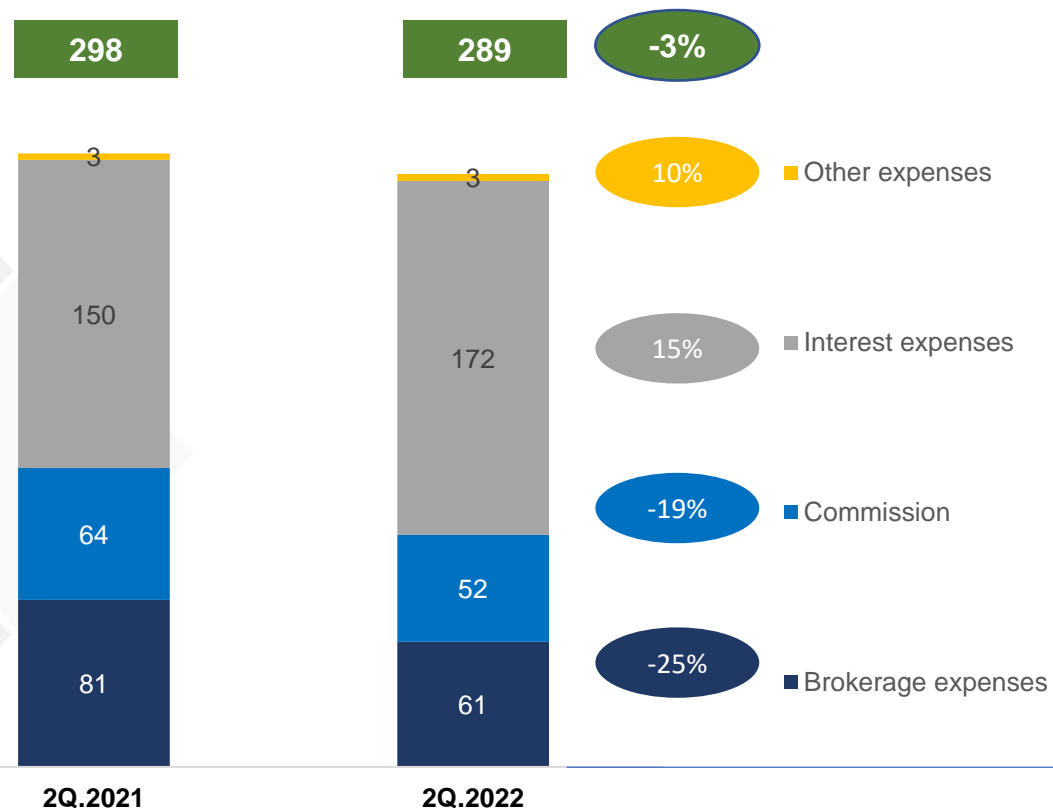
- **Securities Services** revenue decreased 35% due to decline of average trading value while market share increased 1bps. HSC remained the leader in the institutional client segment with 22% market share.
- **Margin Lending** revenue rose 21%, driven by higher margin outstanding and demand from the market
- **Proprietary Investments** revenue rose 28% thanks to contribution from covered warrants and bonds.
- **Financial Advisory Services** revenue posted a 2,437% YoY, as a result of a M&A deal closure.

1H.2022 - REVENUE STRUCTURE (VND bn)

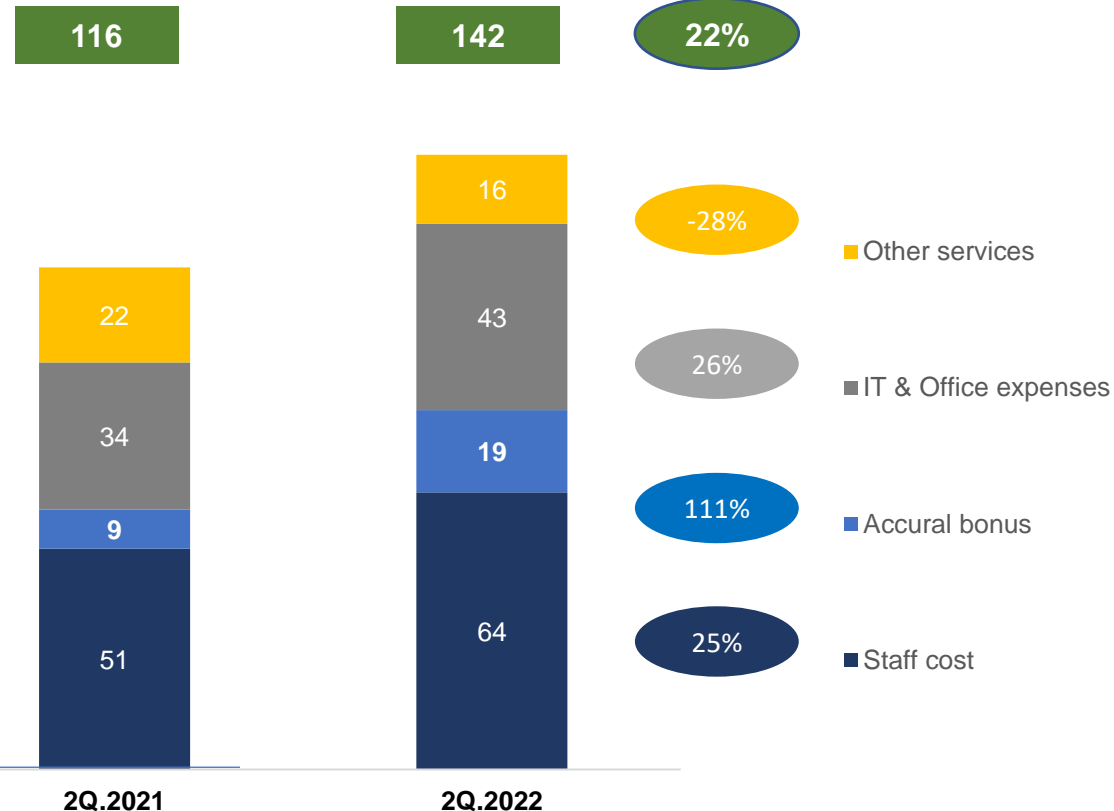


2Q.2022 - COST STRUCTURE

Variable Expenses (VND bn)



Fixed Expenses (VND bn)

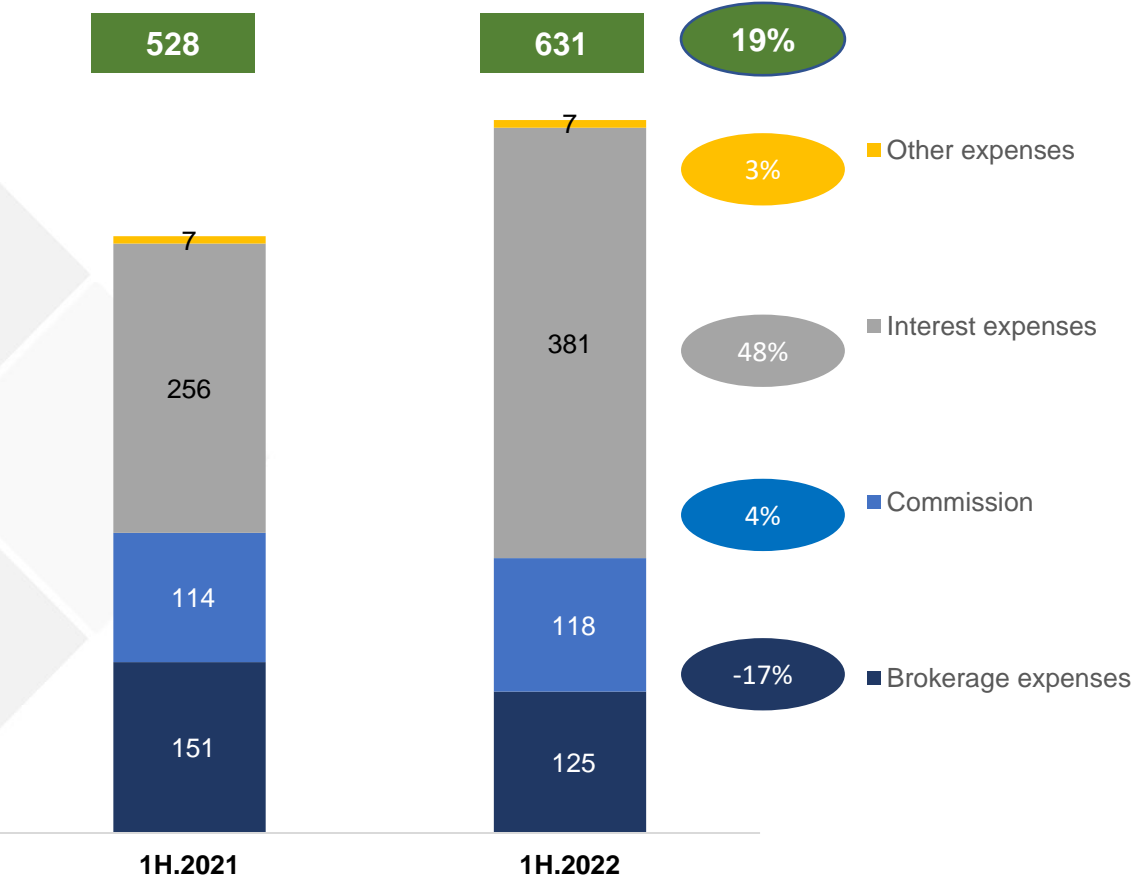


- Total **Operating Expenses** in 2Q slightly increased 4% YoY
- **Variable Expenses** decreased 3%, driven by decreasing of brokerage and commission expenses
- **Fixed Expenses** up 22% mostly due to the accrual expenses.

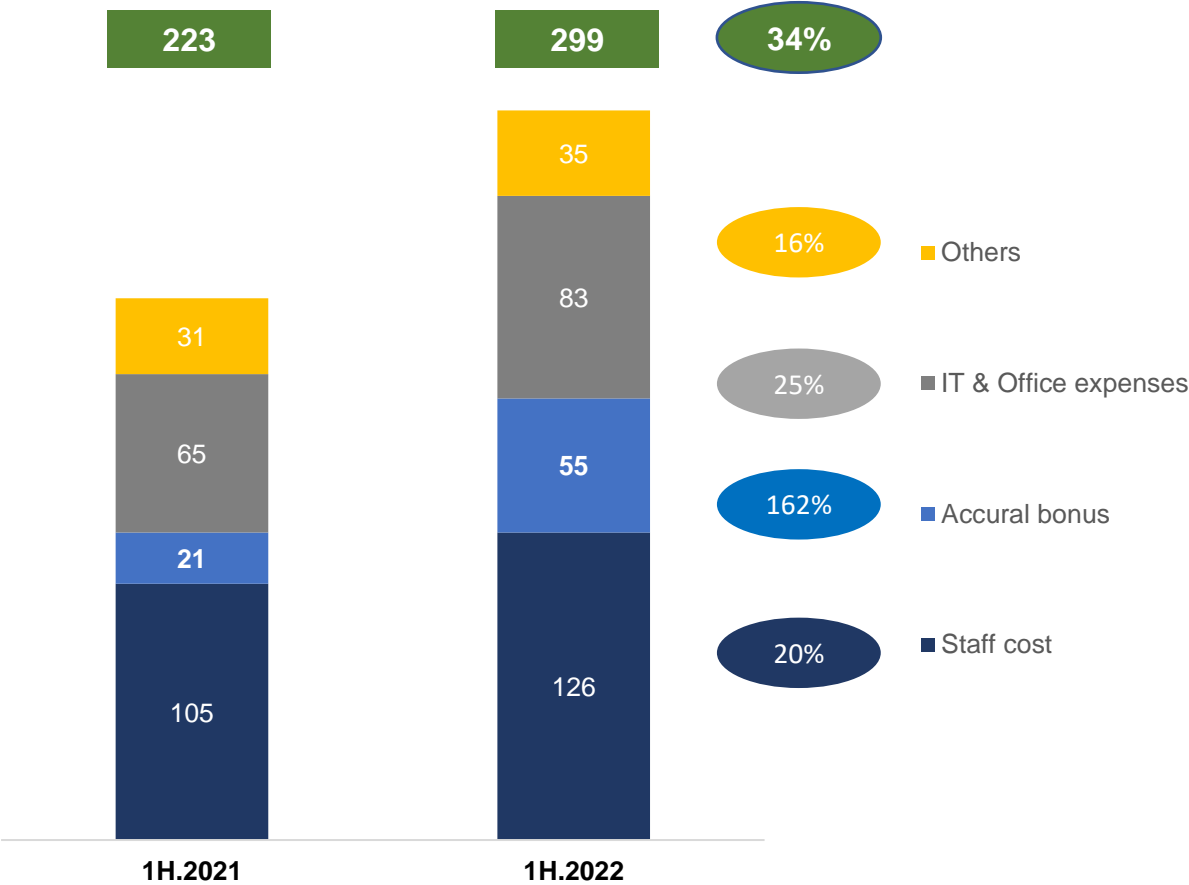
1H.2022 - COST STRUCTURE



Variable Expenses (VND bn)



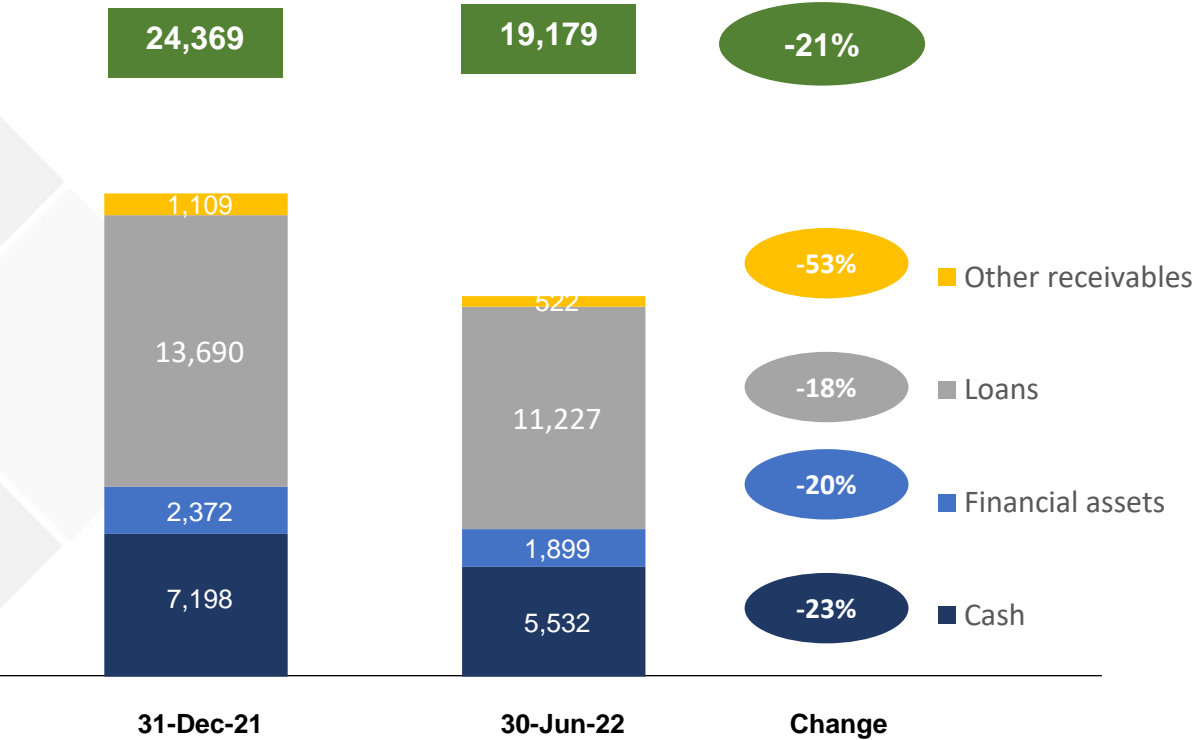
Fixed Expenses (VND bn)



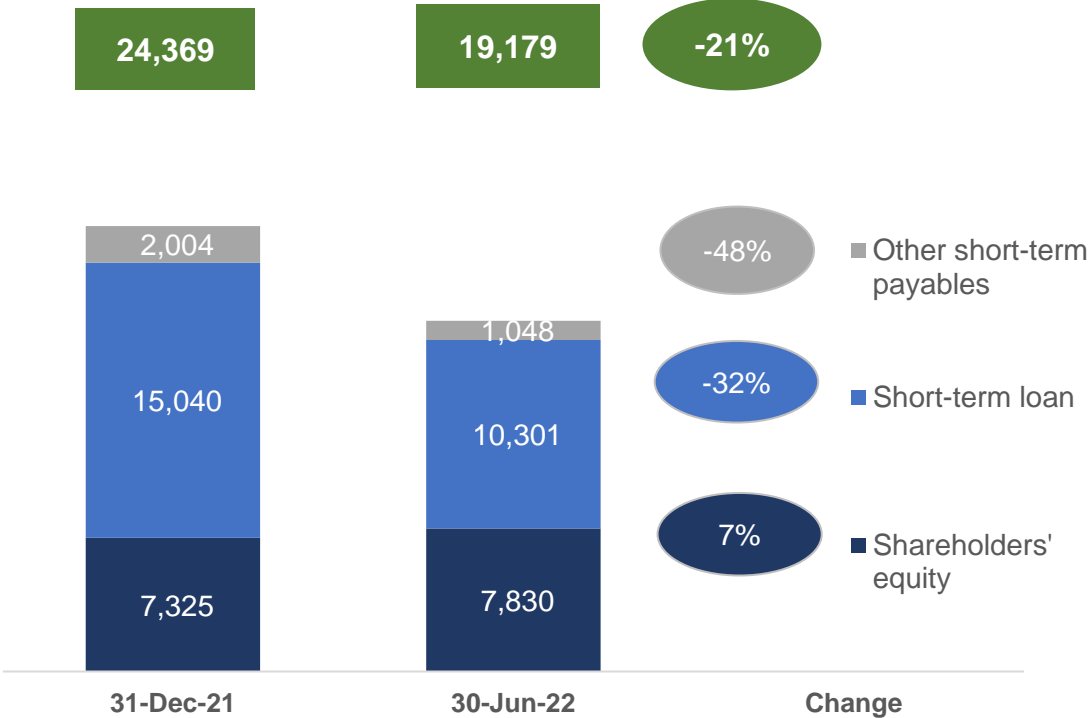
FINANCIAL POSITION AS OF 30/06/2022



Assets Allocation (VND bn)



Equity and Liabilities (VND bn)



Total Assets decreased 21% due to lower margin outstanding and investment.

Short-term loan decreased to 32%.



THANK YOU!

